



ESC/GAT

Welcome
GATM V Industry
Day
15 Jun 04



Outline

ESC/GAT

- **Welcome**
- **Administrative Announcements**
- **Background**
- **Proposed Acquisition Strategy**
- **What's it going to take for success?**
- **Summary**



Industry Day Schedule

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15 Jun

0900 - 0915 Kickoff

0915 - 1130 Briefings to Industry (Lt Woods & Mr McMath)

1130 - 1200 Question and Answer Session

1200 - 1300 Lunch

1400 - 1600 One-on-one sessions (45 minutes each)

16 Jun

0800 - 1600 One-on-one sessions (45 minutes each)

17 Jun

0800 - 1600 One-on-one sessions (45 minutes each)



Administrative Announcement

ESC/GAT

- Restrooms
 - Come out of auditorium – right across the hall
- Coffee and burritos in the back lobby – \$2 donation for 1, \$3 for 2
- Food and Beverages strictly prohibited in Lexington Auditorium

Breaks

- As needed



Administrative Announcement

ESC/GAT

- One-on-ones
 - If you do not want your current slot or need a slot, please let us know ASAP
- Please Sign in on registration form
- Disclosure of names of companies in attendance
- Please hold all questions until the end of the session



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Background



Mission

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*Provide the means to achieve Communication,
Navigation, Surveillance/Air Traffic
Management (CNS/ATM) capabilities required
to enable unrestricted global operations.*



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- Program Office stood up in 1998 to assist platforms in meeting GATM requirements
- Twofold methodology:
 - Providing engineering service to aid in certification efforts to meet civil CNS/ATM standards or provide an equivalent level of safety
 - Strategic planning to inform users of current and future airspace access requirements
 - Providing an ID/IQ catalog (Commercial Ordering Contract) that offers commercial equipment that conforms to appropriate standards to meet current and future airspace requirements



Catalog Business

ESC/GAT

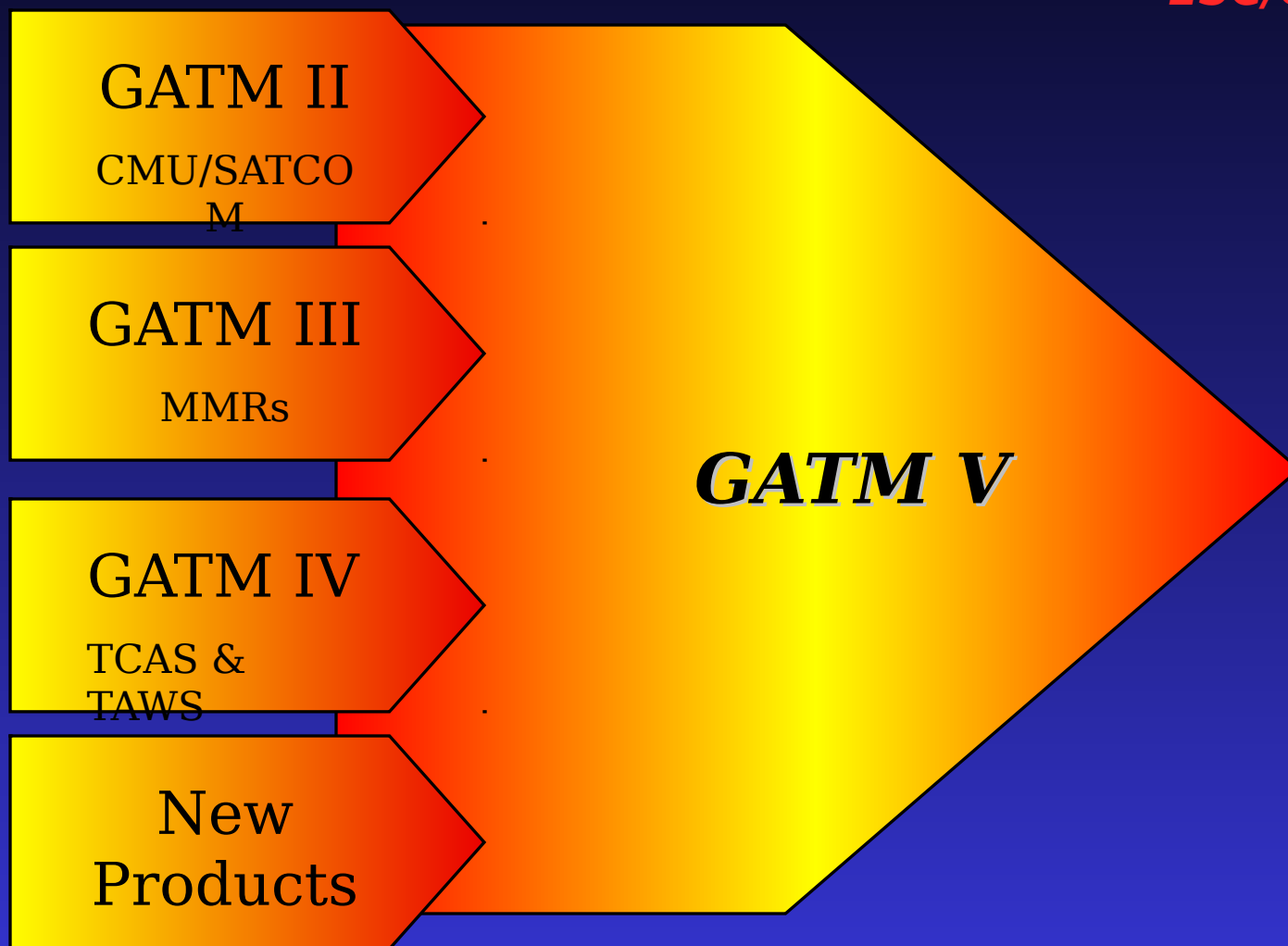
Advantages:

- Ease of Use
- Quick Processing
 - Limited Contracting Activity for the platform
- Competitive Pricing
- 1, 5 & 10 year commercial warranty



GATM V

ESC/GAT





Why GATM V??

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- GATM II and III contract expire in 2005 and 2006, respectively
- Add products to the current offering
- Increase Competition
- Reduce administrative burden to the Program Office while maintaining an easy-to-use catalog format.



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Requirements



Products - GATM II

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ARINC 758 Communications Management Units
(CMUs)

SATCOM

Aero-I Terminal and Antennas

ARINC Characteristic 739 Multifunction Control
Display Units (MCDUs)

ARINC Characteristic 741 & 744 wide format
Printers

ARINC Characteristic 615 Avionic and Portable Data
Loaders



Products - GATM III

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- Multimode Receivers (MMRs)
 - with/without Microwave Landing System (MLS) capability
 - Omni-Directional and Directional Antennas
 - with/without Military GPS capability
- Upgrade kits



Products – GATM IV

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- Traffic Alert and Collision Avoidance System (TCAS II/ACAS II)
 - Computer
 - Control Head
 - Antenna
 - Mode-S/Mode 4/5 Transponder
 - with Extended Squitter and integral Military Mode 4/5
 - Cockpit Display of Traffic Information (CDTI)
- Terrain Awareness Warning Systems (TAWS)



Products – GATM IV (cont)

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- Multifunction Aircraft Displays capable of displaying aircraft flight
 - Small format (3 ATI)
 - Medium format (5 ATI)
 - Large format displays
 - Capable of supporting:
 - ARINC 429 interfaces
 - MIL-STD-1553B interfaces
 - analog interfaces



Products – New Items

ESC/GAT

- Cockpit Voice Recorders
- Digital Flight Data Recorders
- Emergency Locator Transmitter (ELTs)
- Electronic Flight Bags
 - Type II and/or Type III fixed installation
- Flight Management Computers/Systems (FMC/FMS)



Products – New Items

ESC/GAT

- Aero-H+/High Speed Data Terminals
- Mode S/Mode 4/Growth Mode 5 IFF (Separate from TCAS II)
- Embedded GPS/Inertial Navigation System (INS) (EGI)
- Stand alone GPS
- Predictive/Reactive Windshear systems
- Weather Radars



Products – New Items

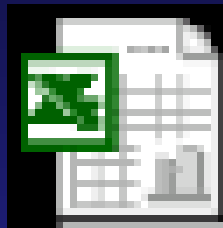
ESC/GAT

- Digital Air Data Computers
- Digital Altimeters
- 8.33kHz VHF
- VHF Mode 2
- ADS-B transceivers
- FM Immunity ILS Radios



Preliminary Equipment Estimates

ESC/GAT



Microsoft Excel
Worksheet



Technical Requirements

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- **Certification at time of award or certification NLT 90 days after award for in-progress item**
 - **Federal Aviation Agency (FAA) Technical Standard Order (TSO)**
 - **Must identify features that exceed the minimum TSO requirements**
 - **Provide access for certification of military unique features included in TSO'ed product**
 - **International Civil Aviation Organization (ICAO) Standards and Recommended Practices (SARPs)**



Technical Requirements (cont)

ESC/GAT

- **Certification...**
 - **RTCA, Inc. and/or European Organization for Civil Aviation Equipment (EUROCAE) Minimum Operational Performance Standards (MOPS) and Minimum Aviation System Performance Standards (MASPS)**
 - **Aeronautical Radio, Incorporated (ARINC) Standards, Specifications and/or Characteristics**
 - **Supplemental Type Certificate (STC) for civil derivative aircraft**



Technical Requirements (cont)

ESC/GAT

- **LRU Qualification Approval**
 - Applies to non-TSO'd items:
 - ESC/GAT developing process
 - Initial draft - 60-90 days, posted to HERBB for Industry comment
 - Final version will be included in RFP
- **Mode S/Mode 4/growth to Mode 5 IFF**
 - OSD Moratorium (14 Apr 03) - no transponders to be purchased that do not have a growth capability to Mode 5
 - AIMS PO certification letter for growth to Mode 5 required to bid item! (90 day rule after contract award applies)



Support Requirements

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- Logistics/management support functions
 - 2-level maintenance concept
 - 1, 5 & 10-year commercial warranty
 - Annual service agreements, if needed
 - 48-hour aircraft-on-ground support
- Engineering services – as required basis



Support Requirements (cont)

ESC/GAT

- Web-based management support
 - Establish/Update within 60 days
 - Product descriptions
 - Configuration Control
 - Service Bulletins (Notice of changes to commercial equipment)
 - Class I service bulletin impact/upgrade plan
 - Delivery Order Status
 - Warranty & Non-warranty repair and tracking support
 - iGATM delivery order fulfillment
 - Frequently Asked Questions link



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Proposed Acquisition Strategy



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“Proposed” - The following strategy has not yet been approved by the cognizant Approval Authority



Strategy

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- **Intended multiple award ID/IQ commercial contracts**
 - **FAR Part 12 Multiple Award Commercial Contracts**
 - **Full and open competition**
 - **Fixed price equipment tables**
 - **Maximum 5-year equipment buy (CY 05-09)**
- **Technology refresh allows for system evolution**
- **Quantity discounts on products**



Acquisition Schedule

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- **Industry Day** **TODAY**
- **RFP to Industry** **Oct 2004**
- **Source Selection** **Jan - Mar 2005**
- **Contract Award** **Mar 2005**



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What's it going to take for
success?
Teamwork



GATM Acquisition Team

Industry Team



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GATM Acquisition Team

Local Team



ESC/GAT

Chief

Major Karen Naselius

Contracting

Robert O'Brian
Kathleen
Delgado

Project Leads

Lt Danielle Woods
Lt Ryan Aspy

Advisors --

ESC/AE

Kathleen Munroe_

Logistics & Training

Frederick Dinsmore (Odyssey)

Legal -- ESC/JA

Capt James White

Financial / Cost Mgmt

Linda Blackwell (Oasis)

Technical

James McMath (Titan)
Joseph Hudak (MITRE)



Stay Tuned -- HERBB

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- Govt's tool to share information with Industry
- Register to Receive E-mail Updates on this Acquisition

<http://herbb.hanscom.af.mil/>



Ground Rules for One-on-One Sessions

ESC/GAT

- First Session Starts at 1300 Today
- 45 Minute Session
 - Time limit strictly enforced
 - 5 People from vendor/team allowed
 - Computer Projector available
 - Laptop with CD player Available



Ground Rules for One-on-One Sessions

ESC/GAT

- Clearly identify any information as Proprietary or Company Confidential.
- Prepare Questions In Writing If Possible.
 - Questions and answers will posted on HERBB.
 - If more than one vendor asks the same or related question, only one consolidated answer will be provided on HERBB.
 - If question does involve truly proprietary information, it will be responded to via letter from Principal Contracting Officer.



Summary

ESC/GAT

- **GATM Strategy**
 - Full and open competition to ensure “best possible value.”
 - Contract award – early CY 05
- **Technical and Support Requirements**
- **Stay Tuned – HERBB**



Questions/Comments

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